

Message Text

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11

ACTION EB-07

INFO OCT-01 ARA-10 ISO-00 CAB-05 CIAE-00 COME-00 DODE-00

DOT-00 INR-07 NSAE-00 CIEP-02 FAA-00 L-03 /035 W

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R 192059Z AUG 76

FM AMEMBASSY MANAGUA

TO SECSTATE WASHDC 902

INFO AMEMBASSY GUATEMALA

AMEMBASSY PANAMA

AMEMBASSY SAN JOSE

AMEMBASSY SAN SALVADOR

AMEMBASSY TEGUCIGALPA

UNCLAS MANAGUA 3921

E.O. 11652: N/A

TAGS: EAIR, BEXP, BTRA (KINGSTON, WILLIAM G.)

SUBJECT: CIVAIR: LANICA AIRLINES AIRCRAFT ACQUISITIONS

REF: (A) MANAGUA A-66 (B) STATE 197737

1. WILLIAM KINGSTON, OF ALLEGHENY'S AIRCRAFT SALES AND SERVICE DIVISION, VISITED MANAGUA ON AUGUST 17 TO DISCUSS SALE OF CONVAIR 580'S TO LANICA AIRLINES. KINGSTON REMAINED IN NICARAGUA ONE EXTRA DAY AT THE INVITATION OF LANICA TO INSPECT THE EAST COAST AIRPORTS WHICH THE CONVAIR 580 WOULD BE REQUIRED TO SERVICE. THERE IS SOME DOUBT THAT THE ALLEGHENY PLANE COULD SERVICE SOME OF THESE AIRPORTS GIVEN THE CURRENT STATE AND LENGTH OF THE RUNWAYS.

2. EMBOFF CONTACTED LANICA TODAY TO FOLLOW UP KINGSTON VISIT. MANAGUA OF LANICA, MURCIANO, HAD NOT MET WITH KINGSTON FOLLOWING EAST COAST INSPECTION TRIP, AND HE INDICATED HE WAS ANXIOUS TO HEAR FROM KINGSTON. EMBASSY ALSO INTERESTED IN LEARNING KINGSTON'S IMPRESSIONS.

3. MEANWHILE LANICA THIS WEEK OBTAINED ADDITIONAL AIRCRAFT FOR ITS INTERNATIONAL ROUTES. LANICA HAS ACQUIRED ONE CONVAIR 880-22M AND ONE BOEING 707 FREIGHTER UNDER A LEASE-PURCHASE AGREEMENT

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WITH AN UNKNOWN MIAMI USED AIRCRAFT DEALER. THE CONVAIR 880-22M,

WITH A CAPACITY OF 117 PASSENGERS IS LARGER THAN THE TWO CONVAIR 880'S CURRENTLY LEASED BY LANICA, EACH WITH A CAPACITY OF 96 PASSENGERS. THE BOEING 707 REPORTEDLY HAS 9,152 CUBIC FEET OF CARGO SPACE AND CAN TRANSPORT 30 TONS OF CARGO. THE TWO NEW AIRCRAFT WILL AUGMENT THE EXISTING LEASED FLEET OF TWO CONVAIR 880'S, TWO CARGO DC-6'S, AND TWO C-46'S. LANICA'S CARGO TRAFFIC HAS BEEN ON THE RISE, AND FURTHER INCREASES ARE EXPECTED WHEN THE AIRPORT FREE TRADE ZONE OPENS LATER THIS YEAR. LANICA IS ALSO EYING ADDITIONAL PASSENGER ROUTES, POSSIBLY TO SOUTH AMERICA AND OTHER U.S. GATEWAY CITIES IN ADDITION TO MIAMI, WHICH IT ALREADY SERVES. THEBERGE

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: PROCUREMENT, COMMERCIAL AIRCRAFT
Control Number: n/a
Copy: SINGLE
Draft Date: 19 AUG 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976MANAGU03921
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760319-0263
From: MANAGUA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760839/aaaabhie.tel
Line Count: 72
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EB
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 76 MANAGUA A-66, 76 STATE 197737
Review Action: RELEASED, APPROVED
Review Authority: cahillha
Review Comment: n/a
Review Content Flags:
Review Date: 02 APR 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <02 APR 2004 by ReddocGW>; APPROVED <02 NOV 2004 by cahillha>
Review Markings:

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Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: CIVAIR: LANICA AIRLINES AIRCRAFT ACQUISITIONS
TAGS: EAIR, BEXP, BTRA, NU, LANICA, ALLEGHENY, (KINGSTON, WILLIAM G)
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006